RJ REYNOLDS
TOBACCO COMPANY

S. G. STEEN
Regional Operations Mgr

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January 13, 1994

RJR Account #055600
Mr. B. Kobielski
BISHOP CO.

February Monthly Promotion: *Camel Collector Packs*

Dear Bob:

Listed below is pertinent information pertaining to our **February 1994** automatic monthly display shipment to your participating retail accounts:

Brands	UPC Codes
1 Case: *Camel Lt*	12300-21150
1 Case: *Camel Lt Box*	12300-21152
1 Case: *Camel Filter*	12300-21098
1 Case: *Camel Filter Box*	12300-21151

PO #011094

Product / Premium Arrival:	**Week of: January 31, 1994**
Ship Date to Retail:	**Week of: February 7, 1994**
SKU CUBE:	**1.318**
SKU WT (w/o Product):	**3.000 lbs**
Retail Sales Offer per Sku:	**40 units**
Billing per Sku:	**4 Full Price Cartons**
EFT $ Amount:	**$N/A**
NON EFT $ Amount:	**$2,598.32**

Promotion Description: 'Joe's Place' Counter Display: Four (4) different *Camel Collector* pack styles should be loaded into the shipper display and sent to retail. Consumer purchases one (1) pack at normal selling price.
Display Load: 10 packs each: *Camel Lt / Camel Lt Box / Camel Fil / Camel Fil Box*

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Camel Collectors
BISHOP CO.

All product, as well as displays to pack this promotion, have been ordered. Attached is a list of accounts authorized to receive the packed displays. RJR will reimburse you $15.00 per 12M case for all displays packed and shipped to retail on a timely basis. This equates to **$60.00 (4 cases @ $15.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

S. G. Steen
Regional Operations Manager
SGS/jc
cc: T. A. McMahon

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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